

Message Text

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PAGE 01 STATE 140201
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAUNAU
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COM/BIC/CAGNE/PHALE
NEA/RA:DRMORAN

-----171138Z 109072 /13

R 162108Z JUN 77
FM SECSTATE WASHDC
TO AMEMBASSY ABU DHABI

UNCLAS STATE 140201

E.O. 11652:N/A

TAGS: BENC, BEXP, TC

SUBJECT: AMERICAN BIDDER ON ABU DHABI NATIONAL LIBRARY
PROJECT

REF: ABU DHABI 1778

1. USDOC/CAGNE DISCUSSED TAC'S DECISION TO DISQUALIFY
UNITED ENGINEERS TO BID ON ABU DHABI NATIONAL LIBRARY
WITH TERRY NEUBAUER, PROJECT ARCHITECT. NEUBAUER RETURNED
JUNE 14 FROM MIDDLE EAST AND WAS INVOLVED IN DECISION TO
REJECT UNITED ENGINEERS.

2. REASONS FOR DECISION GIVEN BY NEUBAUER TO CAGNE WERE
SIMILAR TO THOSE GIVEN TO EMBASSY (PARA 3, REFTEL):
A. UNITED ENGINEERS HAS NOT DONE ANY WORK OVERSEAS RECENTLY
AND HAS NOT DONE WORK AT ALL IN MIDDLE EAST. IN ORIGINAL
PREQUALIFICATION EXERCISE ABOUT ONE YEAR AGO, FIRMS WHO HAD
NOT DONE WORK IN MIDDLE EAST WERE NOT ACCEPTED. ABU DHABI
NATIONAL LIBRARY IS TO BE MONUMENT TO COUNTRY'S CULTURAL
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HERITAGE. DESIGN OF BUILDING IS ISLAMIC WITH MOSAICS AND
ARCHITECTURAL FORMS PECULIAR TO REGION AND NOT USED AT ALL
IN ARCHITECTURE IN U.S. FURTHERMORE, TAC CANNOT AFFORD
TIME IT WOULD TAKE FOR CONTRACTOR TO LEARN TO TACKLE
PROBLEMS OF MOBILIZING CONSTRUCTION FORCE IN REGION.

B. MOST OF UNITED ENGINEERS' EXPERIENCE IS IN AREA OF

INDUSTRIAL AND HIGHLY TECHNICAL BUILDINGS AND DOES NOT LEND ITSELF TO LIBRARY PROJECT. THIS IS NOT TO SAY COMPANY IS NOT WELL-QUALIFIED IN ITS FIELD. UNITED ENGINEERS HAS WORKED SUCCESSFULLY FOR TAC ON SEVERAL PROJECTS IN THE BOSTON AREA.

C. FINALLY, UNITED ENGINEERS PRIMARY EXPERIENCE APPEARS TO BE IN CONSULTING, DESIGN AND ENGINEERING, RATHER THAN CONSTRUCTION.

3. NEUBAUER APPEARS TO SINCERELY REGRET THAT NO QUALIFIED U.S. COMPANY IS BIDDING ON LIBRARY PROJECT. HE FEELS, HOWEVER, THAT SHOWPIECE NATURE OF PROJECT AND, THEREFORE, STRONG DESIRE OF CLIENT (ADG) TO HAVE WORK WELL DONE, REQUIRES TAC, AS CONSULTANT TO ADG TO CHOOSE WITH UTMOST CARE COMPANIES IT RECOMMENDS TO BID ON PROJECT. TAC DOES NOT FEEL UNITED ENGINEERS COULD PERFORM TO SPECIFICATIONS. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Original Previous Classification: n/a
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Reference: 77 ABU DHABI 1778
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Review Content Flags:
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Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
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Review Withdrawn Fields: n/a
SAS ID: 2121483
Secure: OPEN
Status: NATIVE
Subject: AMERICAN BIDDER ON ABU DHABI NATIONAL LIBRARY PROJECT
TAGS: BENC, BEXP, TC
To: ABU DHABI
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/3fba7c7b-c288-dd11-92da-001cc4696bcc
Review Markings:
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